FACULTY CURRICULUM COMMITTEE COURSE FORM

Contact Name: David J. Hansen  Email: hansend@cofc.edu  Phone: 6447

Department or Program Name: Management and Entrepreneurship  School name: Business

Course Prefix, Number, and Title: ENTR 407 Ecopreneurship

I. CATEGORY OF REVIEW (Check all that apply)
(Note: For changes to course, if you check more than two separate changes, you must create a new course.)

NEW COURSE

☐ New Course (attach syllabus)

CHANGE COURSE

☐ Change Number
☐ Change Title
☐ Change Credits/Contact hours
☐ Prerequisite Change
☐ Edit Description

DELETE COURSE

☐ Re-activate Course
☐ Delete Course

☐ Approve for Cross-listing (attach rationale and written permission from relevant department)

☐ Intended to fulfill a General Education requirement (new courses only). If this box is checked, the course must also be submitted for review by the General Education Committee using this form.

Date (Semester/Year) the course will first be offered: Spring 2013

What are the prerequisites AND OTHER RESTRICTIONS (e.g., class level, major, co-requisite, credit for a mutually exclusive course)?

ENTR 320 or ENVT 200 or instructor permission; junior standing

Will this course be added to the Degree Requirements of a Major, Minor, Concentration or List of Approved Electives?

a) ☒ Yes  ☐ No

b) If yes, complete and attach the CHANGE DEGREE REQUIREMENT form(s) for each affected program. List the name(s) of each program affected below:

Entrepreneurship concentration within the BS BADM
Environmental Studies minor

II. NUMBER OF CREDITS and CONTACT HOURS per week

<table>
<thead>
<tr>
<th>Lecture</th>
<th>Lab</th>
<th>Seminar</th>
<th>Ind. Study</th>
</tr>
</thead>
<tbody>
<tr>
<td>A. Contact Hours</td>
<td>3</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

B. Credit Hours 3

Is this course repeatable? ☐ yes ☒ no  If so, how many credit hours may the student earn in this course?
III. CATALOG DESCRIPTION Limit to 50 words EXACTLY as you want it to appear in the catalog: include prerequisites, co-requisites, and other restrictions.

This course approaches environmental problems as entrepreneurial opportunities and sees entrepreneurs as influential in creating positive environmental, social, and economic change. Students will learn about sustainable businesses, industries and creating value for all of an organization’s stakeholders. Students will work to conceive and develop an environmentally sustainable new business opportunity.

Prerequisites: Junior standing; ENTR 320 or ENVT 200 for non-business majors

IV. RATIONALE or JUSTIFICATION: If course change or deletion—please provide reasons for change(s) to or deletion of a course. If a new course—briefly address the goals/objectives for the course, how the course supports a major or minor program, etc. For non-major courses address how the course supports the liberal arts tradition and the mission of the institution.

This course provides business majors and environmental studies minors and opportunity to learn about environmentally sustainable businesses. The course supports the department’s statement of excellence:

The Department of Management & Entrepreneurship believes organizations have an obligation to optimize the “Triple Bottom Line;” that is, to achieve financial, ecological, and social objectives in increasingly competitive global markets. As teachers, we seek to prepare our students to be global citizens who will think and act systemically regarding the multiple purposes of creating and managing organizations in this responsible way.

Thus the course complements our existing course in Social Entrepreneurship (ENTR 406).

Additionally, as a course open to both business majors and environmental studies minors, it offers students from different disciplines to work together and learn from one another.

The course has previously been offered as a special topics class and has filled very quickly, with students contacting the professor pleading to get in to the class.

V. STUDENT LEARNING OUTCOMES and ASSESSMENT

<table>
<thead>
<tr>
<th>Student Learning Outcomes</th>
<th>Assessment Method and Performance Expected</th>
</tr>
</thead>
<tbody>
<tr>
<td>What will students know and be able to do when they complete the course?</td>
<td>How will each outcome be measured? Who will be assessed, when, and how often? How well should students be able to do on the assessment?</td>
</tr>
<tr>
<td>1. Knowledge of locally-represented sectors of sustainable business</td>
<td>Students will conduct research into select industries and hear from founders of businesses within the industries. Students will be required to submit a research report on an industry. Students should satisfactorily demonstrate knowledge of the industry.</td>
</tr>
<tr>
<td>2. Understanding of consideration of value creation for all stakeholders</td>
<td>Assessment will include a combination of class discussion and case analysis. Students should demonstrate an understanding that a sustainable business must consider all stakeholders, not just shareholders.</td>
</tr>
<tr>
<td>3. Ability to conceive and develop an environmentally and</td>
<td>Students will work alone or in teams to conceive and</td>
</tr>
</tbody>
</table>
socially sustainable business opportunities develop an opportunity and present the opportunity in the form of a written paper (typically a feasibility analysis). Students should demonstrate that they have considered the social and environmental impacts of their business ideas in addition to the profit potential.

4. How does this course align with the student learning outcomes articulated for the major, program, or general education? What program-level outcome or outcomes does it support? Is the content or skill introduced, reinforced, or demonstrated in this course?

This course directly supports the focus on the triple bottom line in the department statement of excellence, as stated above.

In addition is supports several learning goals of the School of Business:
- Communication skills – writing assignments, presentations and discussion
- Global and civic responsibility – this is a core aspect of the course, students will examine social, ethical, environmental and economic challenges faced by entrepreneurs at local, national and international levels
- Intellectual innovation and creativity – opportunities involve finding business solutions to environmental problems

VII. IMPACT ON EXISTING PROGRAMS and COURSES: Please briefly document the impact of this new/changed/deleted course on other programs and courses; if deleting a course—list all programs that include the course; if adding/changing a course—explain any overlap with existing courses in the same or different departments.

The course will be one of the electives in the Entrepreneurship Concentration for BS BADM majors in the School of Business. Shifts in overall enrollments are not anticipated.

VIII. COSTS ASSOCIATED WITH THE ACTION REQUESTED: List all of the new costs or cost savings, (including new faculty/staff requests, library or equipment, etc.) associated with the action requested.

The course has already been taught, using a C of C faculty member. No new costs will be associated with changing this course from its current MGMT 360 (Special Topics) designation to a course name and number of its own.

IX. APPROVAL AND SIGNATURES

1. Signature of Department Chair or Program Director:

2. Signature of Academic Dean:

   Date: 9-6-12

   Date: 9/14/12
3. Signature of Provost:  
[Signature] Date: 1/7/13

4. Signature of Curriculum Committee Chair:  
[Signature] Date: 

5. Signature of Faculty Senate Secretary:  
[Signature] Date: 

Date Approved by Faculty Senate: 

Following Senate approval, the Faculty Senate Secretary will forward the entire packet to the Registrar.
SYLLABUS FOR ECOPRENEURSHIP

MGMT 360-02 – Call # 23727
Spring 2012
Mondays/Wednesdays 2:00 – 3:15, Tate Center 133

Professor: Dr. David J. Hansen
Office: Tate Center, Room 308 or Beatty 305
E-Mail: HansenD@cofc.edu
Office Hours: Tuesday/Thursday 12:30 – 3:00, officially, but I’m also available anytime I’m in the office (generally between 11 am and 6 pm, except for classes and meetings) and can be available at other times by appointment
Facebook: There is a group page (“Ecopreneurship”), which can be used for assorted communication among the class

Office Phone: 953-6447

COURSE ESSENTIALS

Course Description
This course approaches environmental problems as entrepreneurial opportunities and sees entrepreneurs as influential in creating positive environmental, social and economic change. This course will help students understand environmental entrepreneurship (aka ‘ecopreneurship’). Students will learn about local sustainable businesses and industries. Students will also learn about creating value for all of an organization’s stakeholders, not just the shareholders. Students will work to conceive and develop an environmentally and socially sustainable new business opportunity that will help move us towards a more sustainable economy.

Books
Additional articles will be made available electronically on WebCT and/or in hard copy in class

Learning objectives
• Ability to conceive and develop an environmentally and socially sustainable business opportunities
• Knowledge of locally-represented sectors of sustainable business
• Understanding of consideration of value creation for all stakeholders
• Ability to find business value in “waste”

School of Business learning goals addressed in this class
• Communication skills – writing assignments, presentations and discussion
• Global and civic responsibility – this is a core aspect of the course, students will examine social, ethical, environmental and economic challenges faced by entrepreneurs at local, national and international levels
• Intellectual innovation and creativity – opportunities involve finding business solutions to environmental problems

Topics covered
• Environmental trends in entrepreneurship
• Systems thinking
• Principles of eco-design and sustainable innovation
• Stakeholder value
• Sustainability assessments and reporting
• Waste = Food
• Opportunity conception and development
EXPECTATIONS

Assignments

- **Five papers summarizing your reflections of the four books we cover in class, plus a general reflection of the course at the end of the semester.** Each paper should be 2-3, *original, quality*, single-spaced paragraphs. By “original” I mean that it should be written in your own words, not quotes or paraphrasing from the book. By “quality” I mean that you have taken time to seriously reflect on the issues from the reading. Each of the book reflections will be due one week after we finish covering the book in class.

- **A team-based project** including a written paper and presentation. Half way into the semester you will form into teams. Each team must have at least one student who has completed ENTR 320 and one environmental studies student. The project will involve researching an industry and generating potential ecopreneurial opportunities within that industry.

- “Giving back” is an essential component of ecopreneurship. Therefore you will **conceive and work on a project to take what you’re learning back to the community.** Think about ways you may give back to the green business community and put together a proposal. That may be: writing a few pieces for a news source or blog, volunteering at a green event, working with an ecopreneurial company on a small project, etc. The project should take about 8-10 hours. You may work with others, but the project should be scaled up accordingly. Upon completion you will give a short recap of what you did as well as provide a short written summary.

- **Team case analysis and partnership agreement** – more details will be provided during the semester.

- I believe that students learn the most when engaged in and/or listening to a discussion (i.e., not just listening to a lecture) and in fact students continually confirm this to be true. In order to facilitate participation, students will be **required to attend** class. More information about attendance can be found below. Besides just coming to class though, **students will participate in discussion in a number of ways.** Students are expected to **contribute to class discussion** at least occasionally (i.e. more than just once or twice). I’m more concerned with quality than quantity. **Don’t be afraid to speak up – everyone has something unique to add to a conversation!** For each reading assignment I will provide several questions, which will provide ample opportunity to get involved in discussion.

- Finally, there will be assorted activities and assignments that will be either individual or team-based.

Attendance

**ATTENDANCE IS REQUIRED.** You will be allowed 2 *unexcused* absences during the semester (because things do happen). Each additional *unexcused* absence will result in one point off your final grade. If you have 8 or more unexcused absences, your will be dropped from the course (grade of WA). To get an absence excused, you must provide documentation directly to me or fill out an Absence Memo through Student Affairs (http://studentaffairs.cofc.edu/services/absence.php). The absence memo is then forwarded on to all of your instructors. If you are excused from class for an extended period of time (e.g. family emergencies, etc.), please be sure to keep in contact with both myself and your teammates in order that you do not fall too far behind and/or hurt your team. Note that leaving early for vacation is not a valid excuse for missing class. In addition, coming to class late is a distraction to me and your classmates. **Coming to class late (more than 5 minutes) on three occasions will be counted as one unexcused absence.** Also, since I will take roll at the start of class, I will miss you if you are late. **It is your responsibility to ensure that I add you to the roll if you do come in late.** I will be using the Attendance app to track attendance. The app allows me to email or text you if you are marked absent so that you will know immediately. To facilitate the function, please provide me with your preferred contact information. Otherwise I will use your College email. Finally you will be provided with a name tent, which will help with taking attendance and for me and your classmates to get to know your name.

Cell Phones

Please turn off the ringers! **Text messaging during class is PROHIBITED!**

Recycling

Please recycle your trash (if you can’t avoid creating it in the first place). It saves the College money (your tuition) and is the right thing to do.
## Grading

<table>
<thead>
<tr>
<th>Assignment</th>
<th>Points</th>
<th>Due Dates</th>
<th>Team/Individual</th>
</tr>
</thead>
<tbody>
<tr>
<td>Reflection Papers</td>
<td>20</td>
<td>Feb 1, Feb 29, Apr 4, Apr 16, Apr 25</td>
<td>Individual</td>
</tr>
<tr>
<td>Assorted Assignments and Activities</td>
<td>20</td>
<td>Throughout semester</td>
<td>Individual/Team</td>
</tr>
<tr>
<td>“Giving back” Project Proposal</td>
<td>--</td>
<td>No later than Jan 30</td>
<td>Individual</td>
</tr>
<tr>
<td>“Giving back” Project Report</td>
<td>10</td>
<td>No later than Apr 23 (earlier is better)</td>
<td>Individual</td>
</tr>
<tr>
<td>Team Project</td>
<td>20</td>
<td>Apr 25</td>
<td>Team</td>
</tr>
<tr>
<td>Partnership Agreement</td>
<td>5</td>
<td>Mar 14</td>
<td>Team</td>
</tr>
<tr>
<td>Team Case Analysis</td>
<td>5</td>
<td>Apr 16 or 18</td>
<td>Team</td>
</tr>
<tr>
<td>Attendance</td>
<td>10</td>
<td>Every class day</td>
<td>Individual</td>
</tr>
<tr>
<td>General participation</td>
<td>10</td>
<td>Throughout semester</td>
<td>Individual</td>
</tr>
<tr>
<td>Total</td>
<td>100</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### Grade Scales

As a guide, the following represent cutoffs for final grades:

<table>
<thead>
<tr>
<th>Grade</th>
<th>Points / %</th>
</tr>
</thead>
<tbody>
<tr>
<td>(A+)</td>
<td>(97)</td>
</tr>
<tr>
<td>A</td>
<td>93</td>
</tr>
<tr>
<td>A-</td>
<td>90</td>
</tr>
<tr>
<td>B+</td>
<td>87</td>
</tr>
<tr>
<td>B</td>
<td>83</td>
</tr>
<tr>
<td>B-</td>
<td>80</td>
</tr>
<tr>
<td>C+</td>
<td>77</td>
</tr>
<tr>
<td>C</td>
<td>73</td>
</tr>
<tr>
<td>C-</td>
<td>70</td>
</tr>
<tr>
<td>D+</td>
<td>67</td>
</tr>
<tr>
<td>D</td>
<td>63</td>
</tr>
<tr>
<td>D-</td>
<td>60</td>
</tr>
</tbody>
</table>
ACADEMIC INTEGRITY

Lying, cheating, attempted cheating, and plagiarism are violations of our Honor Code that, when identified, are investigated. Each incident will be examined to determine the degree of deception involved.

Incidents where the instructor determines the student’s actions are related more to a misunderstanding will handled by the instructor. A written intervention designed to help prevent the student from repeating the error will be given to the student. The intervention, submitted by form and signed both by the instructor and the student, will be forwarded to the Dean of Students and placed in the student’s file.

Cases of suspected academic dishonesty will be reported directly by the instructor and/or others having knowledge of the incident to the Dean of Students. A student found responsible by the Honor Board for academic dishonesty will receive a XF in the course, indicating failure of the course due to academic dishonesty. This grade will appear on the student’s transcript for two years after which the student may petition for the X to be expunged. The student may also be placed on disciplinary probation, suspended (temporary removal) or expelled (permanent removal) from the College by the Honor Board.

Students should be aware that unauthorized collaboration—working together without permission—is a form of cheating. Unless the instructor specifies that students can work together on an assignment, quiz and/or test, no collaboration during the completion of the assignment is permitted. Other forms of cheating include possessing or using an unauthorized study aid (which could include accessing information via a cell phone or computer), copying from others’ exams, fabricating data, and giving unauthorized assistance.

Research conducted and/or papers written for other classes cannot be used in whole or in part for any assignment in this class without obtaining prior permission from the instructor.

Students can find the complete Honor Code and all related processes in the Student Handbook at http://studentaffairs.cofc.edu/honor-system/studenthandbook/index.php

DISABILITY STATEMENT

The College will make reasonable accommodations for persons with documented disabilities. Students should apply at the Center for Disability Services / SNAP, located on the first floor of the Lightsy Center, Suite 104. Students approved for accommodations are responsibility for notifying me as soon as possible and for contacting me one week before accommodation is needed.

WRITING AND PRESENTING ASSISTANCE

If you need help with writing quality papers or making good presentations, please make use of the writing and speaking labs available through the Center for Student Learning at the library: www.cofc.edu/studentlearningcenter.

TRAVEL REQUIREMENT

We will likely visit one or two local businesses during scheduled class time. Transportation will not be provided. It is recommended thought that you make arrangements with other classmates to create a car pool to get to the off-campus locations. I will try to facilitate this. Attendance will be taken at during the “field trips,” however a larger grace period will be given for tardiness (dependent upon circumstances).
**ENTREPRENEURSHIP BEYOND THIS CLASS**

**Entrepreneurship Concentration.** The entrepreneurship concentration is ideal for anyone that plans to eventually own their own business, work for/with someone else starting a new business, work at a small or large entrepreneurial company or in any job that requires a combination of business skills and creative thinking. ENTR 320: Principles of Entrepreneurship and ENTR 321: New Venture Planning make up the two core courses. There are at least 9 other entrepreneurship courses (listed as ENTR or MGMT) as well as special topics focused on entrepreneurship (MGMT 360 or eventually ENTR 360) from which to choose (including this course). To learn more about the concentration visit the student success center, talk to me or any of the other entrepreneurship professors or come to Entrepreneurship Pizza Night (below).

**CEO.** Last semester a new student organization was created – the Collegiate Entrepreneurs’ Organization. They are involved in entrepreneurial activities outside of the classroom, so joining the organization would be a great supplement to what you are learning in class and thus is HIGHLY RECOMMENDED. Please see me for more information.

**Entrepreneurship Pizza Night.** On the third Wednesday of each month, the entrepreneurship faculty will gather at the Mellow Mushroom starting around 5:30 pm. Entrepreneurship students (current, future and former) are welcome and encouraged to stop by. This is a great chance to meet other entrepreneurship students and faculty. There are no agendas during these gatherings ... unless you bring one. So bring your questions, ask for advice, pitch your business ideas, share your entrepreneurial stories, talk about classes or just hang out. We’ll buy the pizza!

**SIFE.** Students In Free Enterprise is the largest student organization in the world, dedicated to teaching others concepts such as entrepreneurship and business ethics. SIFE is a partnership between business and higher education that is preparing the next generation of entrepreneurs and business leaders to create a better world for everyone. It is a great resume builder and networking opportunity. A global non-profit organization, SIFE runs projects like Technology for Africa, Lemon-Aid Stand, and more importantly CUBE your coffee and snack bar (Lobby of Beatty/Tate). You can get more information by visiting the CoFC SIFE Team’s Web Site by going to [http://sife.clubs.cofc.edu](http://sife.clubs.cofc.edu).

**Management 445: Seminar in Entrepreneurship.** The class is a one-hour course devoted to the practical application of what you learn in ENTR 320. Please note that Dr. Kelly Shaver is listed as the instructor for the course in My Charleston, but it will be primarily taught by renowned Charleston entrepreneur Tommy Baker. ENTR 320 is a pre/co-requisite.

**B.I.G. and Local Expo.** There will be a one day conference focused on green business on February 8th from 8 am to 4 pm. This overlaps with the class. However, if you decide to attend I will excuse the absence. Just bring me evidence that you attended (e.g., receipt, name tag). [http://2012bigandlocal.eventbrite.com/](http://2012bigandlocal.eventbrite.com/) for tickets and information. The event will include many speakers, a networking luncheon, a green hospitality workshop and more. The event is run by the same people that run the Green Fair.
<table>
<thead>
<tr>
<th>Day</th>
<th>Date</th>
<th>Reading Due Before Class</th>
<th>In Class Activity</th>
<th>Due</th>
</tr>
</thead>
<tbody>
<tr>
<td>M</td>
<td>9-Jan</td>
<td>Course overview</td>
<td></td>
<td></td>
</tr>
<tr>
<td>W</td>
<td>11-Jan</td>
<td>Story of Stuff video and discussion</td>
<td></td>
<td></td>
</tr>
<tr>
<td>M</td>
<td>16-Jan</td>
<td>MLK Jr. Day – No class</td>
<td></td>
<td></td>
</tr>
<tr>
<td>W</td>
<td>18-Jan</td>
<td>SIE pp.19-27, and 49-52</td>
<td>Discuss reading</td>
<td></td>
</tr>
<tr>
<td>M</td>
<td>23-Jan</td>
<td>SIE pp. 85-105</td>
<td>Discuss reading</td>
<td></td>
</tr>
<tr>
<td>W</td>
<td>25-Jan</td>
<td>SIE pp. 106-128</td>
<td>Discuss reading</td>
<td></td>
</tr>
<tr>
<td>M</td>
<td>30-Jan</td>
<td>Open for speaker/activity</td>
<td>“Giving Back” Project proposal</td>
<td></td>
</tr>
<tr>
<td>W</td>
<td>1-Feb</td>
<td>CM: Chapters 1 &amp; 2</td>
<td>Discuss reading</td>
<td>Reflection paper: SIE</td>
</tr>
<tr>
<td>M</td>
<td>6-Feb</td>
<td>CM: Chapter 3</td>
<td>Discuss reading</td>
<td></td>
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<tr>
<td>W</td>
<td>8-Feb</td>
<td>CM: Chapter 4</td>
<td>Discuss reading</td>
<td></td>
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<tr>
<td>M</td>
<td>13-Feb</td>
<td>Open for speaker/activity</td>
<td></td>
<td></td>
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<tr>
<td>W</td>
<td>15-Feb</td>
<td>CM: Chapter 5</td>
<td>Discuss reading</td>
<td></td>
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<tr>
<td>M</td>
<td>20-Feb</td>
<td>Research L3C and B Corp</td>
<td>Discuss reading</td>
<td></td>
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<tr>
<td>W</td>
<td>22-Feb</td>
<td>CM: Chapter 6</td>
<td>Discuss reading</td>
<td></td>
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<tr>
<td>M</td>
<td>27-Feb</td>
<td>CM: Chapter 10, plus either 7, 8 or 9</td>
<td>Discuss reading</td>
<td></td>
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<tr>
<td>W</td>
<td>29-Feb</td>
<td>Form teams for case/project</td>
<td>Reflectioin paper: CM</td>
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<td><strong>Spring Break – No Class</strong></td>
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<tr>
<td>M</td>
<td>12-Mar</td>
<td>Open for speaker/activity</td>
<td></td>
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</tr>
<tr>
<td>W</td>
<td>14-Mar</td>
<td>Several articles and websites</td>
<td>Discuss sustainability reporting</td>
<td>Partnership agreement</td>
</tr>
<tr>
<td>M</td>
<td>19-Mar</td>
<td>C2C: Introduction, Chapters 1-3</td>
<td>Discuss reading</td>
<td></td>
</tr>
<tr>
<td>W</td>
<td>21-Mar</td>
<td>Open for speaker/activity</td>
<td></td>
<td></td>
</tr>
<tr>
<td>M</td>
<td>26-Mar</td>
<td>C2C: Chapters 4-6</td>
<td>Discuss reading</td>
<td></td>
</tr>
<tr>
<td>W</td>
<td>28-Mar</td>
<td>Open for speaker/activity</td>
<td></td>
<td></td>
</tr>
<tr>
<td>M</td>
<td>2-Apr</td>
<td>RB: Foreword, Intro, Chapter 1-8</td>
<td>Discuss reading</td>
<td></td>
</tr>
<tr>
<td>W</td>
<td>4-Apr</td>
<td>Open for speaker/activity</td>
<td>Reflection paper: C2C</td>
<td></td>
</tr>
<tr>
<td>M</td>
<td>9-Apr</td>
<td>RB: Chapters 9-15, Conclusions</td>
<td>Discuss reading</td>
<td></td>
</tr>
<tr>
<td>W</td>
<td>11-Apr</td>
<td>Open for speaker/activity</td>
<td></td>
<td></td>
</tr>
<tr>
<td>M</td>
<td>16-Apr</td>
<td>Case presentations</td>
<td>Reflection paper: RB</td>
<td></td>
</tr>
<tr>
<td>W</td>
<td>18-Apr</td>
<td>Case presentations</td>
<td></td>
<td></td>
</tr>
<tr>
<td>M</td>
<td>23-Apr</td>
<td>Final wrap-up</td>
<td>Team Presentations (12-3) - reverse order of case presentations</td>
<td>“Giving back” project</td>
</tr>
<tr>
<td>W</td>
<td>25-Apr</td>
<td></td>
<td>Reflection paper: overall</td>
<td>~ Final team project</td>
</tr>
</tbody>
</table>

SIE = Sustainability, Innovation, and Entrepreneurship  
C2C = Cradle to Cradle  
CM = Companies on a Mission  
RB = Revolution in a Bottle
Add course ENTR 407 Ecopreneurship to the Entrepreneurship concentration in BS BADM as an elective

This is a course that has been offered as a special topics course and has filled to capacity. It has been allowed as part of the concentration and this will just put it in the books. The course supports the department mission, which is focused on the triple bottom line.
IV. CURRICULUM

A. Provide the complete curriculum for the changed program and/or new emphasis distinguishing between required and elective courses. Note pre-requisite courses where appropriate. Note any sequencing of courses or requirements in the program.

B. Provide the COMPLETE curriculum for the changed program and/or new emphasis distinguishing between required and elective courses. Note pre-requisite courses where appropriate. Note any sequencing of courses or requirements in the program, listed exactly as it should appear in the catalog. Attach the completed COURSE FORM and a sample syllabus for each new course.

Not applicable. This is to add one more elective to a concentration.

V. STUDENT LEARNING OUTCOMES and ASSESSMENT

<table>
<thead>
<tr>
<th>Program-Level Student Learning Outcomes</th>
<th>Assessment Method and Performance Expected</th>
</tr>
</thead>
<tbody>
<tr>
<td>What will students know and be able to do when they complete the program/emphasis? Attach Curriculum Map.</td>
<td>How will each outcome be measured? Who will be assessed, when, and how often? How well should students be able to do on the assessment?</td>
</tr>
</tbody>
</table>

1. See the course proposal (ENTR 407)

2.

3.

4.

Additional Outcomes or Comments:
VI. IMPACT ON EXISTING PROGRAMS and COURSES Please briefly document the impact of this changed/deleted program or new emphasis on other programs and courses; if changing/deleting a program—list all programs that will be impacted (and how); if adding a new emphasis—explain any overlap with existing programs or courses in the same or different departments.

The course will be one of the electives in the Entrepreneurship Concentration for BS BADM majors in the School of Business. Shifts in overall enrollments are not anticipated.

VII. COSTS ASSOCIATED WITH THE ACTION REQUESTED List all of the new costs or cost savings, (including new faculty/staff requests, library or equipment, etc.) associated with the action requested.

The course has already been taught, using a C of C faculty member. No new costs will be associated with changing this course from its current MGMT 360 (Special Topics) designation to a course name and number of its own.

VIII. APPROVAL and SIGNATURES

1. Signature of Department Chair or Program Director:

   [Signature]

   Date: 9-6-12

2. Signature of Academic Dean:

   [Signature]

   Date: 9-19-12

3. Signature of Provost:

   [Signature]

   Date: 

4. Signature of Curriculum Committee Chair:

   [Signature]

   Date: 

5. Signature of Budget Committee Chair:

   [Signature]

   Date: 

6. Signature of Academic Planning Committee Chair:

   [Signature]

   Date: 

7. Signature of Faculty Senate Secretary:

   [Signature]

   Date: 

Date Approved by Faculty Senate: 

Following Senate approval, the Faculty Senate Secretary will forward the entire packet to the Registrar.
Business Administration Major Requirements

Degree: Bachelor of Science
Credit Hours: 54+
*PR" indicates a pre-requisite. "CO" indicates a co-requisite.
Courses within this major may also satisfy general education requirements. Please consult
http://advising.cofc.edu/general-education for more information.

Required Courses

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Prerequisites</th>
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<tbody>
<tr>
<td>ACCT 203</td>
<td>Financial Accounting (3) PR: Sophomore standing</td>
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<tr>
<td>ACCT 204</td>
<td>Managerial Accounting (3) PR: Sophomore standing, ACCT 203</td>
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<tr>
<td>BLAW 205</td>
<td>Legal Environment of Business (3) PR: Sophomore standing</td>
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</tr>
<tr>
<td>DSCI 232</td>
<td>Business Statistics (3) PR: MATH 104 or 250</td>
<td></td>
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<tr>
<td>DSCI 304</td>
<td>Production and Operations Management (3) PR: Junior standing, DSCI 232, MGMT 301, MATH 104 or 250, MATH 105 or 120</td>
<td></td>
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<tr>
<td>DSCI 320</td>
<td>Management Information Systems (3) PR: Junior standing, ACCT 203, 204, DSCI 232, MATH 104 or 250</td>
<td></td>
</tr>
<tr>
<td>ECON 200</td>
<td>Principles of Microeconomics (3) PR: None</td>
<td></td>
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<tr>
<td>ECON 201</td>
<td>Principles of Macroeconomics (3) PR: ECON 200</td>
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<tr>
<td>FINC 303</td>
<td>Business Finance (3) PR: Junior standing, major declaration, ACCT 203, 204, ECON 200, 201, MATH 104 or 250, (DSCI 232 suggested)</td>
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<tr>
<td>MATH 104</td>
<td>Elementary Statistics (3) PR: MATH 101 or placement</td>
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<td>OR</td>
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<tr>
<td>MATH 250</td>
<td>Statistical Methods I (3) PR: Either MATH 111, MATH 120 or instructor permission</td>
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<tr>
<td>MATH 105</td>
<td>Calculus for Business and the Social Sciences (3) PR: MATH 101 or placement</td>
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<td>OR</td>
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<tr>
<td>MATH 120</td>
<td>Introductory Calculus (4) PR: MATH 111 or placement</td>
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<tr>
<td>MGMT 301</td>
<td>Management and Organizational Behavior (3) PR: Junior Standing, major declaration</td>
<td></td>
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<tr>
<td>MGMT 408</td>
<td>Business Policy (3) PR: Senior standing, ACCT 203, 204, DSCI 232, 304, ECON 200, 201, FINC 303, MGMT 301, MKTG 302, MATH 104 or 250, MATH 105 or 120</td>
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<tr>
<td>MKTG 302</td>
<td>Marketing Concepts (3) PR: Junior standing, major declaration, ECON 200, 201</td>
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</tbody>
</table>

Choose four courses at the 300 or 400-level from the following with a maximum of 6 credit hours of accounting, economics, independent study, special topics, tutorial or travel/study abroad courses.

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Prerequisites</th>
</tr>
</thead>
<tbody>
<tr>
<td>ACCT 307</td>
<td>Accounting Information Systems (3) PR: Junior standing, ACCT 203</td>
<td></td>
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<tr>
<td>ACCT 308</td>
<td>Cost Accounting (3) PR: Junior standing, ACCT 203, 204</td>
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<tr>
<td>ACCT 318</td>
<td>Intermediate Accounting I (3) PR: Junior standing, ACCT 203, 204</td>
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<tr>
<td>ACCT 317</td>
<td>Intermediate Accounting II (3) PR: Junior standing, ACCT 203, 204, 316</td>
<td></td>
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<tr>
<td>ACCT 338</td>
<td>Governmental and Not-for-Profit Accounting (3) PR: Junior standing, ACCT 203, 204</td>
<td></td>
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<tr>
<td>ACCT 341</td>
<td>Federal Taxation I (3) PR: Junior standing, ACCT 203, 204</td>
<td></td>
</tr>
<tr>
<td>ACCT 342</td>
<td>Federal Taxation II (3) PR: Junior standing, ACCT 203, 204, 341</td>
<td></td>
</tr>
<tr>
<td>ACCT 360</td>
<td>Special Topics in Accounting (1-3) PR: Junior standing, and other pre-requisites as required</td>
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<tr>
<td>ACCT 408</td>
<td>Auditing Theory (3) PR: Senior standing, ACCT 203, 204, 316, 317; CO: ACCT 317 with instructor permission</td>
<td></td>
</tr>
</tbody>
</table>

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ACCT 444  Accounting Internship (1-3) PR: Senior standing as a declared Accounting major in the School of Business

BLAW 306  Law for Business Managers (3) PR: Junior standing. BLAW 205 or instructor permission

BLAW 309  Legal Environment of International Business (3) PR: Junior or senior standing

BLAW 360  ST: Business Law (3) PR: Junior standing and other pre-requisites as required

DSCI 304  Production and Operations Management (3) PR: Junior standing, DSCI 232, MGMT 301, MATH 104 or 250, MATH 105 or 120

DSCI 308  Introduction to Electronic Commerce (3) PR: Junior or senior standing, MATH 104, ACCT 203, 204, DSCI 232, 320

DSCI 314  Global Operations & Technology Management (3) PR: Junior standing, DSCI 232, MGMT 301, MATH 104 or 250, MATH 105 or 120

DSCI 320  Management Information Systems (3) PR: Junior standing, ACCT 203, 204, DSCI 232, MATH 104 or 250

DSCI 360  Special Topics in Decision Science (1-3) PR: Junior standing, other pre-requisites depending on topic

DSCI 399  Tutorial (3, Repeatable up to 12) PR: Junior standing, instructor or department chair permission

HONS 394  Honors Research Methods (3) PR: HONS 390 and junior standing

DSCI 408  Quantitative Methods and Decision Making (3) PR: Junior standing, DSCI 23, MATH 104 or 250, MATH 105 or 120

DSCI 420  Independent Study (1-5) PR: Junior standing; written agreement with instructor and chair

DSCI 444  Decision Sciences Internship (3) PR: Senior standing and declared major in the School of Business

DSCI 499  Bachelor's Essay (6) PR: Senior standing

ECON 303  Economics of Transportation and Geography (3) PR: Junior standing, ECON 200, 201

ECON 304  Labor Economics (3) PR: Junior standing, ECON 200, 201, MATH 105 or 120, or instructor permission. (DSCI 232 is recommended)

ECON 305  Money and Financial Institutions (3) PR: Junior standing, ECON 200, 201, MATH 105 or 120, or instructor permission

ECON 306  Monetary Policy and Theory (3) PR: Junior standing, ECON 200, 201, MATH 105 or 120, or instructor permission

ECON 307  Urban Economics (3) PR: Junior standing, ECON 200, 201, MATH 105 or 120, or instructor permission

ECON 308  Evolution of Economic Doctrines (3) PR: Junior standing, ECON 200, 201, MATH 105 or 120, or instructor permission

ECON 310  International Economics (3) PR: Junior standing, ECON 200, 201, MATH 105 or 120, or instructor permission

ECON 311  Environmental Economics (3) PR: Junior standing, ECON 200, 201, MATH 105 or 120, or instructor permission

ECON 316  Evolution of the U.S. Economy (3) PR: Junior standing, ECON 200, 201, or instructor permission

ECON 317  Microeconomic Analysis (3) PR: Junior standing, ECON 200, 201, MATH 105 or 120

ECON 318  Macroeconomic Analysis (3) PR: Junior standing, ECON 200, 201, MATH 105 or 120

ECON 320  Managerial Economics (3) PR: Junior standing, ECON 200, 201, DSCI 232, MATH 104 or 250, MATH 105 or 120, or instructor permission

ECON 326  Economics for Development (3) PR: Junior standing, ECON 200, 201, MATH 105 or 120, or instructor permission

ECON 330  
Comparative Economic Systems (3) PR: Junior standing, ECON 200, 201, MATH 105 or 120, or instructor permission

ECON 340  
Public Finance (3) PR: Junior standing, ECON 200, 201, MATH 105 or 120; or instructor permission

ECON 350  
Financial Markets in U.S. Economy (3) PR: Junior standing, ECON 200, 201, (ECON 305 is recommended), and instructor permission

ECON 360  
Special Topics in Economics (3) PR: Junior standing, ECON 200, 201, MATH 105 or 120, or instructor permission

ECON 399  
Tutorial (up to 12) PR: Junior standing, and tutor and department chair permission

ECON 400  
Senior Seminar in Economics (3) PR: Senior standing and the successful completion of an entrance examination administered by the economics faculty, ECON 200, 201, 317, 318, DSCI 232, MATH 104 or 250, 105 or 120; or instructor permission

ECON 419  
Introduction to Econometrics and Forecasting (3) PR: Junior standing, ECON 200, 201, MATH 104 or 250, DSCI 232, or instructor permission

ECON 420  
Independent Study (1-3) PR: Junior standing, written agreement of the instructor and department chair permission

ECON 444  
Economics Internship (3) PR: Senior standing, declared major or minor in the School of Business, acceptance to an internship program or site, interview with and approval of the instructor. See the departmental internship coordinator for more details.

ECON 498  
Bachelor's Essay (6) PR: Senior standing and department approval

ENTR 320  
Principles of Entrepreneurship (3) PR: Junior standing

ENTR 321  
New Venture Planning (3) PR: ACCT 203, MGMT 301, ENTR 320

ENTR 335  
Funding New Ventures (3) PR: ENTR 320; CO or PR: ENTR 321

ENTR 375  
Research in Entrepreneurship (3) PR: PSYC 103, ENTR 320 and DSCI 232 or PSYC 103, PSYC 220 and ENTR 320

ENTR 405  
Small Business Management (3) PR: Junior standing, ACCT 203, 204, ENTR 320, MGMT 301, MKTG 302, FINC 303, ECON 200, 201, MATH 104 or 250

ENTR 406  
Social Entrepreneurship (3) PR: ENTR 320

ENTR 451  
Health Sciences Entrepreneurship (3) PR: ENTR 320 or Instructor permission for non-Business majors

FINC 313  
Management of Financial Institutions (3) PR: Junior standing, ACCT 203, 204, FINC 303, ECON 200, 201, MATH 104 or 250

FINC 315  
Intermediate Business Finance (3) PR: Junior standing, ACCT 203, 204, FINC 303, ECON 200, 201, MATH 104 or 250

FINC 360  
Special Topics in Finance (3) PR: Junior standing, FINC 303, ACCT 203, 204, ECON 200, 201, MATH 104 or 250, or instructor permission

FINC 382  
International Financial Markets (3) PR: Junior or senior standing, ECON 200, 201, FINC 303

FINC 385  
Individual Risk Management and Insurance (3) PR: Junior standing

FINC 386  
Corporate Risk Management and Insurance (3) PR: Junior standing, ACCT 203, 204, FINC 303, ECON 200, 201, MATH 104 or 250

FINC 399  
Tutorial (3, Repeateable up to 6) PR: Junior standing, ACCT 203, 204, ECON 200, 201, MATH 104 or 250, FINC 303, plus instructor and department chair permission

FINC 400  
Investment Analysis (3) PR: Junior standing, ACCT 203, 204, DSCI 232, FINC 303, ECON 200, 201, MATH 104 or 250

FINC 410  
Seminar in Finance (3) PR: Junior standing, ACCT 203, 204, FINC 303, ECON 200, 201, MATH 104 or 250
FINC 420 Independent Study (1-3) PR: Junior standing, written agreement of the instructor, and department chair permission
FINC 444 Finance Internship (3) PR: Senior standing, declared major or minor in the School of Business, acceptance to an internship, program or site, interview with and approval of the instructor. See the departmental internship coordinator for more details.
FINC 499 Bachelor's Essay (3) PR: Senior standing and department approval
HTMT 350 Hospitality and Tourism Marketing (3) PR: Junior standing, HTMT 210, MKTG 302, ECON 200, 201
HTMT 361 Hotel Management (3) PR: Junior standing, HTMT 210 or instructor permission
HTMT 362 Service Operations Management (3) PR: Junior standing, HTMT 210 or instructor permission
HTMT 365 Hospitality Sales and Negotiations (3) PR: Junior standing, HTMT 350 or MKTG 302
HTMT 364 Hospitality and Tourism Technology (3) PR: Junior standing
HTMT 380 Special Topics in Hospitality and Tourism (1-3) PR: Junior standing, other pre-requisites depending on topic
HTMT 381 Meetings and Conventions Management (3) PR: Junior standing, ACCT 203, HTMT 210 or instructor permission
HTMT 382 Events Management (3) PR: Junior standing, ACCT 203, HTMT 210 or ARTM 200 or instructor permission
HTMT 370 Foodservice Enterprise: Design & Development (3) PR: Junior or senior standing, HTMT 210
HTMT 372 Foodservice Operations Analysis (3) PR: Junior or senior standing, HTMT 210
HTMT 399 Tutorial (3, repeatable up to 12) PR: Junior standing, tutor and department chair permission
HTMT 420 Independent Study (3) PR: Junior standing, written agreement with instructor and chair
HTMT 499 Bachelor's Essay (6) PR: Senior standing
INTB 313 Global Commerce and Enterprise (3) PR: Junior standing
INTB 314 Global Operations and Technology Management (3) PR: Junior standing, DSCI 232, MGMT 301, MATH 104 or 250, MATH 105 or 120
INTB 322 International Business (3) PR: Junior standing, ECON 200, 201
INTB 360 Special Topics in International Business (1-3) PR: Junior standing
INTB 409 Global Strategic Management (3) PR: Senior standing, ACCT 203, 204, DSCI 232, ECON 200, 201, FINC 303, INTB 314, MGMT 301, MKTG 302, 326, MATH 104 and 106
MGMT 307 Human Resource Management (3) PR: Junior standing, MGMT 301
MGMT 308 Managing Diversity (3) PR: Junior standing
MGMT 310 International Human Resources (3) PR: MGMT 307
MGMT 318 Creation of New Business Enterprises (3) PR: Junior standing
MGMT 325 International Management (3) PR: Junior standing, MGMT 301
MGMT 332 Business Communications (3) PR: Junior standing
MGMT 340 Total Quality Management (3) PR: Junior standing, DSCI 232, MGMT 301, MATH 104
MGMT 345 Leadership and Management Development (3) PR: Junior standing
MGMT 350 Business, Leadership, and Society (3) PR: Junior standing
MGMT 351 Minority Entrepreneurship (3) PR: Junior standing
MGMT 360 Special Topics in Management (3) PR: Junior standing, other pre-requisites depending on topic.

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Psychology of Entrepreneurship (3) PR: Junior standing; PSYC 103 or HONS 163 or MGMT 301, and PSYC 211 or DSCI 232

MGMT 380 The New South Carolina: Foreign & Domestic Industrial Development (3) PR: Junior standing, ECON 200, 201 or instructor permission

MGMT 391 The International Corporation: A Comparative Approach (3) PR: Junior standing, ECON 200, 201 or instructor permission

MGMT 399 Tutorial (3, Repeatable up to 12) PR: Junior standing; tutor and department chair permission

MGMT 401 Organizational Behavior & Change (3) PR: Senior standing, MGMT 301

MGMT 402 Leading Organizational Change (3) PR: Senior standing, MGMT 301

MGMT 403 Entrepreneurial Leadership (3) PR: ENTR 320 or MGMT 345

MGMT 420 Independent Study (1-3) PR: Junior standing, written agreement with instructor and chair

MGMT 444 Management Internship (3) PR: Senior standing and declared major in the School of Business

MGMT 445 Seminar in Entrepreneurship (1) CO or PR: One of MGMT 319, ENTR 320, or ENTR 405

MGMT 499 Bachelor's Essay (3) PR: Senior standing

MKTG 320 Marketing Research (3) PR: Junior standing, ECON 200, 201, MATH 104 or 250, DSCI 232, MKTG 302

MKTG 326 International Marketing (3) PR: Junior standing, MKTG 302, ECON 200, 201

MKTG 328 Retailing Management (3) PR: Junior standing, MKTG 302, ECON 200, 201

MKTG 329 Consumer Behavior (3) PR: Junior standing, ECON 200, 201, MKTG 302

MKTG 330 Advertising (3) PR: Junior standing, MKTG 302, ECON 200, 201

MKTG 331 Public Relations (3) PR: Junior standing

MKTG 333 Purchasing and Supply Chain Management (3) PR: Junior standing

MKTG 360 Special Topics in Marketing (1-3) PR: Junior standing, other pre-requisites depending on topic

MKTG 399 Tutorial (3, Repeatable up to 12) PR: Junior standing, tutor and department chair permission

MKTG 420 Independent Study (1-3) PR: Junior standing, written agreement with instructor and chair

MKTG 426 Marketing Management (3) PR: Junior standing, MKTG 302, 320, 326; ECON 200, 201

MKTG 444 Marketing Internship (3) PR: Senior standing and declared major in the School of Business

MKTG 499 Bachelor's Essay (6) PR: Senior standing

REAL 310 Principles of Real Estate (3) PR: Junior standing

REAL 380 Special Topics in Real Estate (1-3) PR: Junior standing, FINC 303

REAL 378 Real Estate Market Analysis (3) CO or PR: Junior standing, FINC 303

REAL 380 Real Estate Investment Analysis (3) PR: Junior standing, ACCT 203, 204, FINC 303, ECON 200, 201, MATH 104 or 250, REAL 310, or instructor permission

REAL 410 Real Estate Finance (3) PR: Junior standing, ACCT 203, 204, FINC 303, REAL 310, ECON 200, 201, MATH 104 or 250, or instructor permission

REAL 420 Real Estate Independent Study (1-3) PR: Junior standing, instructor and department chair permission

REAL 444 Real Estate Internship (3) PR: Senior standing, major or minor in the School of Business. See departmental internship coordinator for more details.

REAL 499 Bachelor's Essay (6) PR: Senior standing and department approval

TRAN 311 Intermodal Transportation (3) PR: Junior standing, ECON 200, 201

TRAN 312 Global Logistics (3) PR: Junior standing, ECON 200, 201
Business Administration Major Requirements

TRAN 360  Special Topics in Intermodal Transportation (1-3) PR: Junior standing, other pre-requisites depending on topic

TRAN 399  Tutorial (3, Repeatable up to 12) PR: Junior standing, permission of the tutor and the chair

TRAN 420  Independent Study (1-3) PR: Junior standing, written agreement with the instructor and chair

TRAN 451  Issues in Global Logistics (3) PR: Senior standing, TRAN 311, 312, MGMT 322, ECON 200, 201, 303

TRAN 452  Global Logistics Systems Management (3) PR: Senior standing, TRAN 311, 312, INTB 322, ECON 200, 201

TRAN 444  Transportation Internship (3) PR: Senior standing and declared major in the School of Business

TRAN 499  Bachelor’s Essay (6) PR: Senior standing

Optional: Students may select one of the following concentrations in lieu of choosing four courses from the list above:

**Entrepreneurship Concentration**

Required courses:

**ENTR 320**  Principles of Entrepreneurship (3) PR: Junior standing

**ENTR 321**  New Venture Planning (3) PR: ACCT 203, MGMT 301, ENTR 320

Choose four courses from the following, at least one must be ENTR:

**ENTR 335**  Funding New Ventures (3) PR: ENTR 320, CO or PR: ENTR 321

**ENTR 375**  Research in Entrepreneurship (3) PR: PSYC 103, ENTR 320 and DSCI 232 or PSYC 103, PSYC 220 and ENTR 320

**ENTR 405**  Small Business Management (3) PR: Junior standing, ACCT 203, 204, ENTR 320, MGMT 301, MKTG 302, FINC 303, ECON 200, 201, MATH 104 or 250

**ENTR 406**  Social Entrepreneurship (3) PR: ENTR 320

**ENTR 451**  Health Sciences Entrepreneurship (3) PR: ENTR 320 or instructor permission for non-Business majors

**MGMT 351**  Minority Entrepreneurship (3) PR: Junior standing

**MGMT 377**  Psychology of Entrepreneurship (3) PR: PSYC 103, one of: MATH 104 or PSYC 211 or DSCI 232

**MGMT 403**  Entrepreneurial Leadership (3) PR: ENTR 320 or MGMT 345

**MGMT 446**  Seminar in Entrepreneurship (1) CO or PR: One of MGMT 319, ENTR 320, or ENTR 405

Finance Concentration

Required courses:

**FINC 410**  Seminar in Finance (3) PR: Junior standing, ACCT 203, 204, FINC 303, ECON 200, 201, MATH 104 or 250

Choose four courses from the following with no more than 6 credit hours from real estate (REAL) courses and no more than 3 credit hours from FINC 420, 496 or internships:

**ECON 305**  Money and Financial Institutions (3) PR: Junior standing, ECON 200, 201, MATH 105 or 120, or instructor permission

**FINC 313**  Management of Financial Institutions (3) PR: Junior standing, ACCT 203, 204, FINC 303, ECON 200, 201, MATH 104 or 250

**FINC 315**  Intermediate Business Finance (3) PR: Junior standing, ACCT 203, 204, FINC 303, ECON 200, 201, MATH 104 or 250

**FINC 360**  Special Topics in Finance (3) PR: Junior standing, FINC 303, ACCT 203, 204, ECON 200, 201, MATH 104 or 250, or instructor permission

**FINC 382**  International Financial Markets (3) PR: Junior or senior standing, ECON 200, 201, FINC 303

**FINC 385**  Individual Risk Management and Insurance (3) PR: Junior standing

**FINC 386**

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Corporate Risk Management and Insurance (3) PR: Junior standing, ACCT 203, 204, FINC 303, ECON 200, 201, MATH 104 or 250

FINC 399 Tutorial (3, Repeatable up to 6) PR: Junior standing, ACCT 203, 204, ECON 200, 201, MATH 104 or 250, FINC 303, plus instructor permission and chair of the department permission

FINC 400 Investment Analysis (3) PR: Junior standing, ACCT 203, 204, DSCI 232, FINC 303, ECON 200, 201, MATH 104 or 250

FINC 420 Independent Study (1-3) PR: Junior standing, written agreement of the instructor and permission of the department chair

FINC 444 Finance Internship (3) PR: Senior standing, declared major or minor in the School of Business, acceptance to an internship program or site, interview with and approval of the instructor. See the departmental internship coordinator for more details.

FINC 499 Bachelor’s Essay (3) PR: Senior standing and department approval

REAL 310 Principles of Real Estate (3) PR: Junior standing

REAL 360 Special Topics in Real Estate (1-3) PR: Junior standing, FINC 303

REAL 376 Real Estate Market Analysis (3) CO or PR: Junior standing, FINC 303

REAL 380 Real Estate Investment Analysis (3) PR: Junior standing, ACCT 203, 204, FINC 303, ECON 200, 201, MATH 104 or 250, REAL 310, or instructor permission

REAL 410 Real Estate Finance (3) PR: Junior standing, ACCT 203, 204, FINC 303, REAL 310, ECON 200, 201, MATH 104 or 250; or instructor permission

REAL 420 Real Estate Independent Study (1-3) PR: Junior standing, permission of instructor and chair

REAL 444 Real Estate Internship (3) PR: Senior standing, major or minor in the School of Business. See departmental internship coordinator for more details.

REAL 499 Bachelor’s Essay (3) PR: Senior standing and department approval

Global Logistics and Transportation Concentration

Required courses:

TRAN 311 Intermodal Transportation (3) PR: Junior standing, ECON 200, 201

TRAN 312 Global Logistics (3) PR: Junior standing, ECON 200, 201

ECON 303 Economics of Transportation and Geography (3) PR: Junior standing, ECON 200, 201

INTB 322 International Business (3) PR: Junior standing, ECON 200, 201

TRAN 431 Issues in Global Logistics (3) PR: Senior standing, TRAN 311, 312, MGMT 322, ECON 200, 201, 303

TRAN 432 Global Logistics Systems Management (3) PR: Senior standing, TRAN 311, 312, INTB 322, ECON 200, 201

Hospitality and Tourism Management Concentration

Required courses:

HTMT 210 Principles and Practices in Hospitality and Tourism (3) PR: None

Choose one of the following options for electives:

Option 1: Choose 15 credit hours from the following:

HTMT 350 Hospitality and Tourism Marketing (3) PR: Junior standing, HTMT 210, MKTG 302, ECON 200, 201

HTMT 351 Hotel Management (3) PR: Junior standing, HTMT 210 or instructor permission

HTMT 352 Service Operations Management (3) PR: Junior standing, HTMT 210 or instructor permission

HTMT 353 Hospitality Sales and Negotiations (3) PR: Junior standing, HTMT 350 or MKTG 302

HTMT 354 Hospitality and Tourism Technology (3) PR: Junior standing

HTMT 350 Special Topics in Hospitality & Tourism (1-3) PR: Junior standing, other pre-requisites depending on topic
HTMT 361  Meeting and Conventions Management (3) PR: Junior standing, ACCT 203, HTMT 210 or instructor permission

HTMT 362  Events Management (3) PR: Junior standing, ACCT 203, HTMT 210 or ARTM 200 or instructor permission

HTMT 370  Foodservice Enterprise: Design & Development (3) PR: Junior or senior standing, HTMT 210

HTMT 372  Foodservice Operations Analysis (3) PR: Junior or senior standing, HTMT 210

HTMT 399  Tutorial (3, repeatable up to 12) PR: Junior standing, tutor and department chair permission

HTMT 420  Independent Study (3) PR: Junior standing, written agreement with instructor and chair

HTMT 499  Bachelor's Essay (6) PR: Senior standing

Option 2: Choose 12 credit hours from the list above and 3 credit hours from the following:

MGMT 307  Human Resource Management (3) PR: Junior standing, MGMT 301

MGMT 308  Managing Diversity (3) PR: Junior standing

MGMT 319  Creation of New Business Enterprises (3) PR: Junior standing

MKTG 320  Marketing Research (3) PR: Junior standing, ECON 200, 201, MATH 104, DSCI 232, MKTG 302

REAL 310  Principles of Real Estate (3) PR: Junior standing

Leadership, Change and Social Responsibility Concentration

Required courses:

MGMT 345  Leadership and Management Development (3) PR: Junior standing

MGMT 360  Business, Leadership, and Society (3) PR: Junior standing

MGMT 401  Organizational Behavior & Change (3) PR: Senior standing, MGMT 301

Choose 3 credit hours from the following:

MGMT 307  Human Resource Management (3) PR: Junior standing, MGMT 301

MGMT 332  Business Communications (3) PR: Junior standing

MGMT 409  Entrepreneurial Leadership (3) PR: ENTR 320 or MGMT 345

MGMT 420  Independent Study (1-3) PR: Junior standing, written agreement with instructor and chair

MGMT 444  Management Internship (3) PR: Senior standing and declared major in the School of Business

Choose one course from the following:

COMM 104  Public Speaking (3) PR: None

HIST 221  Women in the United States (3) PR: One course in pre-modern history and one course in modern history from the list of approved courses satisfying the general education history requirement (see http://advising.cofc.edu/general-edu).

PHIL 175  Business and Consumer Ethics (3) PR: None

POLI 348  Politics of Protest and Revolution (3) PR: None

PSYC 223  Social Psychology (3) PR: PSYC 103

PSYC 321  Industrial Psychology (3) PR: PSYC 103

SOCI 358  Living in an Organizational World (3) PR: SOCY 101 or HONS 167 or SOCY 102

Marketing Concentration

Required courses:

MKTG 330  Marketing Research (3) PR: Junior standing, ECON 200, 201, MATH 104 or 250, DSCI 232, MKTG 302

MKTG 326  International Marketing (3) PR: Junior standing, MKTG 302, ECON 200, 201

MKTG 329  Consumer Behavior (3) PR: Junior standing, ECON 200, 201, MKTG 302
MKTG 425  Marketing Management (3) PR: Junior standing, MKTG 302, 320, 329; ECON 200, 201
Choose two courses totaling 6 credit hours from the following (no more than 3 credit hours can be counted toward the concentration from MKTG 420, 380 or 444):

HTMT 353  Hospitality Sales and Negotiations (3) PR: Junior standing, HTMT 350 or MKTG 302
MGMT 332  Business Communications (3) PR: Junior standing
TRAN 312  Global Logistics (3) PR: Junior standing, ECON 200, 201
MKTG 328  Retailing Management (3) PR: Junior standing, MKTG 302, ECON 200, 201
MKTG 330  Advertising (3) PR: Junior standing, MKTG 302, ECON 200, 201
MKTG 331  Public Relations (3) PR: Junior standing
MKTG 333  Purchasing and Supply Chain Management (3) PR: Junior standing
MKTG 360  Special Topics in Marketing (1-3) PR: Junior standing, other pre requisites depending on topic
MKTG 420  Independent Study (1-3) PR: Junior standing, written agreement with instructor and chair
MKTG 444  Marketing Internship (3) PR: Senior standing and declared major in the School of Business

Real Estate Concentration

Required courses:

REAL 310  Principles of Real Estate (3) PR: Junior standing
REAL 410  Real Estate Finance (3) PR: Junior standing, ACCT 203, 204, FINC 303, REAL 310, ECON 200, 201, MATH 104 or 250; or instructor permission

Choose at least 3 credit hours from the following:

REAL 376  Real Estate Market Analysis (3) CO or PR: Junior standing, FINC 303
REAL 380  Real Estate Investment Analysis (3) PR: Junior standing, ACCT 203, 204, FINC 303, ECON 200, 201, MATH 104 or 250, REAL 310, or instructor permission
REAL 420  Real Estate Independent Study (1-3) PR: Junior standing, instructor and department chair permission

Choose 9 credit hours from the following (no more than 3 credit hours in REAL 420, 444, 400 and no more than 6 credit hours in HPDP 316, MGMT 319, POLI 305 and URST 310):

REAL 310  Principles of Real Estate (3) PR: Junior standing
REAL 360  Special Topics in Real Estate (1-3) PR: Junior standing, FINC 303
REAL 376  Real Estate Market Analysis (3) CO or PR: Junior standing, FINC 303
REAL 380  Real Estate Investment Analysis (3) PR: Junior standing, ACCT 203, 204, FINC 303, ECON 200, 201, MATH 104 or 250, REAL 310, or instructor permission
REAL 410  Real Estate Finance (3) PR: Junior standing, ACCT 203, 204, FINC 303, REAL 310, ECON 200, 201, MATH 104 or 250, or instructor permission
REAL 420  Real Estate Independent Study (1-3) PR: Junior standing, instructor and department chair permission
REAL 444  Real Estate Internship (3) PR: Senior standing, major or minor in the School of Business. See departmental internship coordinator for more details.
REAL 499  Bachelor's Essay (0) PR: Senior standing and department approval
ECON 307  Urban Economics (3) PR: Junior standing, ECON 200, 201, MATH 105 or 120, or instructor permission
ECON 311  Environmental Economics (3) PR: Junior standing, ECON 200, 201, MATH 105 or 120, or instructor permission
ENTR 320  Principles of Entrepreneurship (3) PR: None
HPDP 319  Architectural Studio Design (3) PR: None
POLI 305  Urbanization and Urban Geography (3) PR: None
URST 310  Urban Planning (3)  PR: None

Notes:

- The School of Business has the following admission standard: You must complete the following courses with a minimum grade of "C": ECON 200, 201, MATH 104 or 260, 105 or 120, DECS 232. *ACCT 203, 204. Note: ACCT 203 and 204 are not required for ECON majors.

- The business and accounting programs offered by the School of Business are accredited by The Association to Advance Collegiate Schools of Business (AACSB).